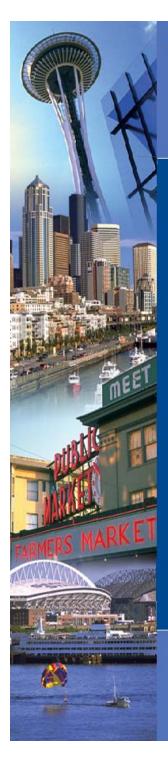






7 ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



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Mentor – Protégé Agreements







- Identify your strengths and weaknesses
- Know what you need and what you want
 - Be honest with yourself
 - Know what type of help can be obtained, read
 FAR Part 48 919.7011
- Write it down and be able to articulate it









- Find the right Mentor for your business
 - Research potential Mentors
 - Understand their markets
 - Understand their needs
 - Research their history as a Mentor, talk to former Protégé's
 - What is their Small Business Culture?
 - Talk to the SBA
 - Narrow the field









- Prepare a concept in principal of how you can bring value to the large business
- What can you do for them?
 - Technology or processes
 - Contacts or new markets
 - Facilities or equipment
 - The ability to move at the speed of small business
 - Economy
 - The ability to bid on a small business set asides







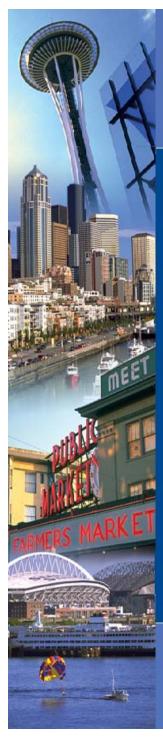


- Contact the Large Business's Small Business Advocate or a reference obtained by previous Protégé
- Visit your target Mentor often
- Be persistent
- Bid, win and Perform
- Don't be afraid to ask
- Did I say Perform?







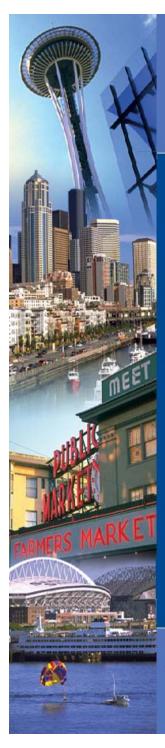


- Negotiating the Agreement
 - Know why they want you
 - Be sure the agreement is not proposal specific. It must have life regardless of an pending award
 - Make the agreement flexible enough to evolve with your business
 - Take the time to get it right
 - ENSURE YOU HAVE A CORPORATE SPONSOR TO CHAMPION THE AGREEMENT









Making the agreement beneficial

- Meet regularly
- Talk to your corporate sponsor on a weekly basis
- Be specific when you need help
- Always bring value
- Perform





